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The Times Dispatch

INDUSTRIAL SECTION

Financial,
Manufacturing,
Real Estate

RICHMOND, VA., SUNDAY, MARCH 12, 1911.

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REAL ESTATE AND BUILDING NEWS

Renewed Activity in All
Parts of the City and
in Suburbs.

MANY BIG DEALS;
RETICENT AGENTS

Realty Transactions Extend to
All Parts of the City—New
Suburban Additions Spring-
ing Up—Norwood Has to
Expand—Lakeside Place
Looms Up.

"Take it from me," said a prominent real estate man yesterday, "the demand for Richmond property is good, never was better, and the agent that is not doing business now, if he has anything real desirable to sell, has only himself to blame. Business is good, and I expect to see it getting better and better still as the spring days come along. Yes, take it from me as a straight goods proposition, and I am not what you would call a speculator, either, nor even an optimist, in the strict sense of that term."

The facts and the figures concerning last week's transactions in real estate in and around Richmond would seem to bear out what the man quoted above had to say. Even the unexpected March snowstorm did not deter the agents and the buyers and sellers of realty from doing business, except, perhaps, it put a damper on suburban activity for about one and a half days.

Where Activity is Prominent.
The business transacted and the active inquiry recorded and noted indicate that property is in demand. One good judge of values is my authority for saying that anything on either side of Broad Street from, say, about Shafer Street, westward, is salable, not at fancy figures, it may be, but that class of property is being looked to by real investors, and they are willing to pay full value for it. Other properties in the same locality are in demand, and the seller or would-be seller will have no trouble in disposing of the same if he does not get his ideas of value too much inflated.

There were a number of transactions in West Broad and West Grace Street properties, and also in West Main and adjoining streets, during the past week, and in the main the buyers were bona fide investors, who propose to hold on to their purchases, and in some instances to make extensive improvements.

Residence property in the western part of the city has also been active, and the agents who have good building lots for sale, and are devoid of inflated ideas of values, have had no trouble in finding buyers.

Some Pretty Big Sales.
It is also true that a great deal of trading and swapping has been going on, but that is a good sign, for traders and swappers never find anything for their hands to do on a dull or insipid market.

The biggest single transactions of the week were in Broad Street ground. The purchase by F. L. Sparks of the Lubin Theatre property at \$75,000 was one of them. The other was a deal that footed up about \$35,000 and is said to involve the property at Jefferson and West Broad Streets, known as the Mayo place.

There are all kinds of rumors of other big deals in the same regions, but these rumors are hard to be chased down to cast-iron fact. Some other such deals may have been made, but the dealers absolutely refuse to tell about them.

Joseph Lichenstein bought through the Nonandson Realty Corporation the residence 1030 West Grace Street, for which he paid \$10,500, and will, after adding some improvements, make it his home. This agency sold other properties during the week, among them lots in the 2000 block on Grove Avenue for about \$10,000.

Charles A. Rose Company made a good record, and while the firm was not so active as it was last week, it looked out that their total sales for the week amounted to about \$55,000. It was mainly residential property.

Much in the Aggregate.
Richeson & Crutchfield had a good week's business. Their biggest sale was the residence 415 West Grace Street, which was purchased by R. B. Wilson for \$10,000. A combination store and residence on Main Street, between Seventeenth and Eighteenth, for \$7,500, a Monument Avenue lot for \$6,000, 126 feet of ground on Lloyd Avenue and West Street for \$7,500, a South Richmond home, and several houses in the Jackson Ward region, show somewhat the diversified work this firm did.

Amos & Poindeexter also went all over the earth to make sales, and succeeded in footing up about \$15,000 of deals, and these included a farm up on the Richmond, Fredericksburg and Potomac road, some Church Hill property, houses and lots in Highland Park, and a place on Hanover Street.

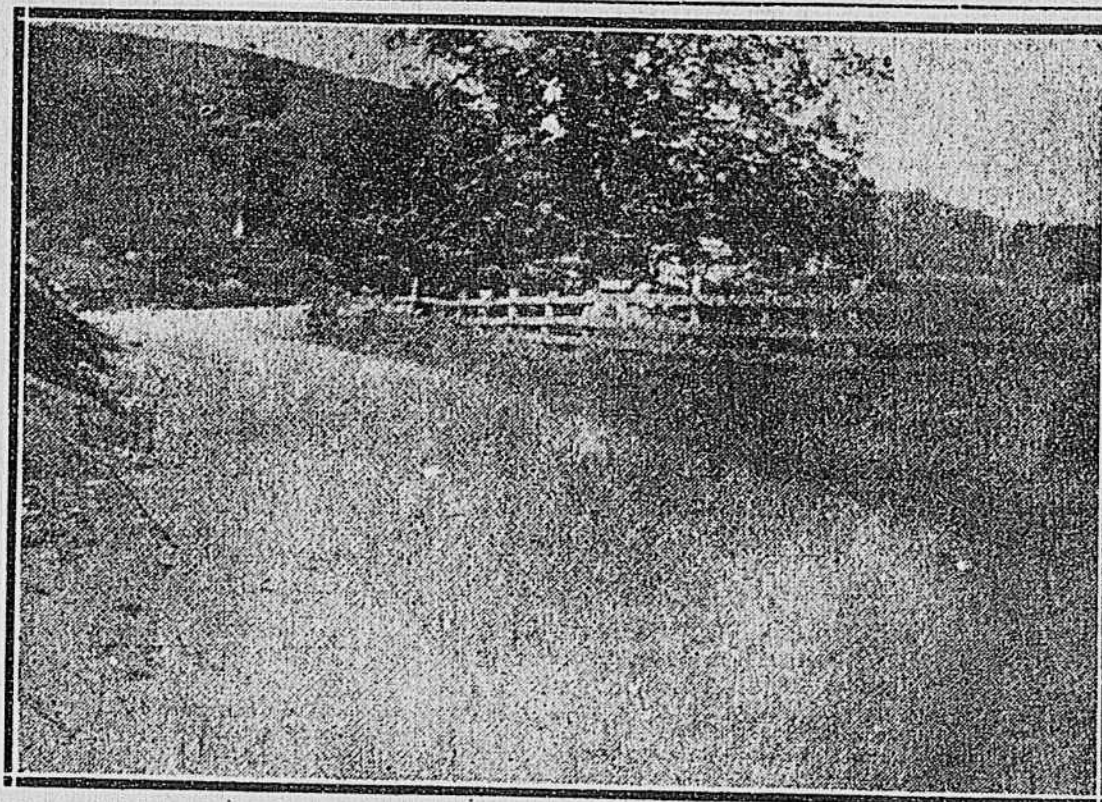
William E. Purcell, Jr., Co. made a variety of small sales, mostly of residence property and vacant lots, which footed up about \$15,000.

At least forty other agencies report business of like character—that is to say, scattered all over the city and the suburbs, but for various and sundry reasons they prefer not to give particulars. Taken altogether, it is safe to estimate that at least \$200,000 of business was done in the realty realm last week, and this does not include that which was done among the traders and the swappers, either.

Norwood and Other Suburbs.
In the suburbs there is decided activity, notwithstanding the bad weather of the first part of the week. In Glinter Park there seems to be renewed activity, and the company having the same in hand reports a good demand for lots, and this demand comes from home-makers, who propose to build this spring and summer. The company has just opened up Lakeside Place, which lies between Lakeside and Joseph Bryan Parks, and is immediately

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INDUSTRIAL POSSIBILITIES AND ROAD MAKING



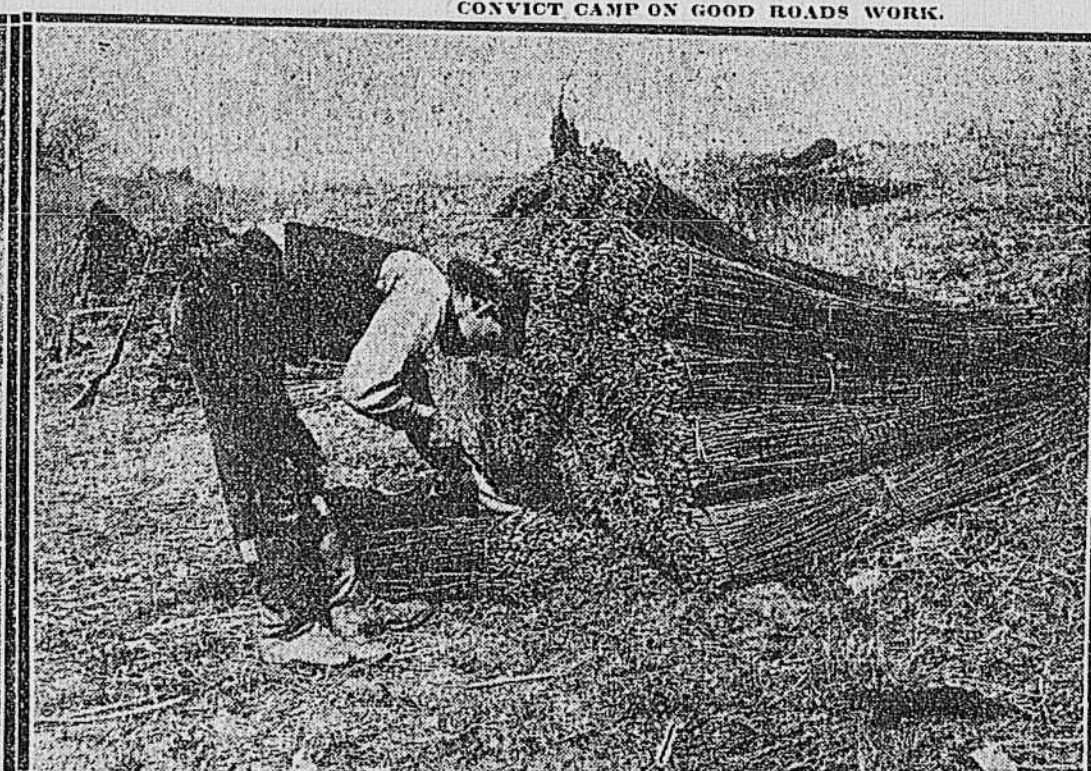
NEW GOOD ROAD NEAR CHASE CITY.



CONVICT CAMP ON GOOD ROADS WORK.



DRY, SAP-PEELED WILLOWS, GRADED.



GREEN, UNPEELED WILLOWS, GRADED.

MORE CORN TALK; REASONS FOR IT

Demonstration Work to Spread
to Other Fields All Over
the South.

A VOICE FROM DOWN IN TEXAS

How and Why the Good Work
Will Spread and Keep
Growing.

While taking pride in the many fine crops of corn that were grown in Virginia and other Southern States last year, and while expressing great admiration for the large yields reported from various demonstration acres worked by the boys and the old men, too, it must be granted that the fact remains and looks at us in cold figures that the corn-growers of this great country, while making largely more than three and a quarter billion bushels in the aggregate, last year they made a rather slim showing in the average column.

According to the best figures obtainable, the average yield per acre in the whole country was only 27.4 bushels per acre. This seems to indicate that the average farmer needs to nestle himself a bit more. He has been hesitating himself, and in Virginia he has pulled the average per acre up several heaping bushels in the last five years, and the boys and the demonstration workers have done it, but they must not stop there.

A Voice From Texas.
Speaking along these lines, John C. Edgar, a Texas corn enthusiast, who writes for Home and Farm, says: "The widespread movement on foot for the better cultivation of the corn crop is going to revolutionize that industry in the South. It was a happy thought to let the old 'standpatters' stay in the rut with tradition and the unprofitable practices of their ancestors, and to plant the feet of the young generation on the sure road to success."

"The short distance traveled along this road and the accompanying results have shown the unlimited possibilities in this direction. A few years ago we seemed to accept it as a matter of course and a decree of Providence that corn could not be grown in the South to be worth the effort. Cotton was all right, but corn was out of its latitude. Now nearly every county in the South has its boys' club, and nearly every member has increased the yield of his parents' crop from 50 to 100 or more per cent., and the limit is not yet."

"The boys reverse the old saying, 'As the old cock crows the young ones learn,' and the chicken now teaches the old rooster, and illustrates the paradoxical saying that 'The child's the father of the man.'"

"The demonstrations of the boys are making the young men think and some of the old ones take notice. When the thinkers are turned loose there can

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TOBACCO BREAKS GROWING SMALL

Good Stocks Showing Up, but
Not So Many of Them
Now.

MARKET FIRM AND ACTIVE

Prices on Burley and Sun-Cured
Goods Are a Shade
Higher.

The offerings of loose leaf tobacco on the various markets in Virginia and North Carolina are growing smaller and smaller as the season nears the end. The breaks on all of the markets tell off considerably the past week. The Richmond warehouses sold about 600,000 pounds of dark tobaccos, mainly of the sun-cured variety, and about 350,000 pounds of Burley. The Davenport Warehouse, which makes a specialty of the Burley, handled about 320,000 pounds. Prices were a shade higher on all of the types that showed up on the market, the demand for good stocks being very active and the buyers showing an eagerness to bid on every pile that was offered. Good sun-cured wrappers were rather scarce, and the bulk of the offerings were made up of fillers. These were in prime order, and the demand being active they sold at outside figures.

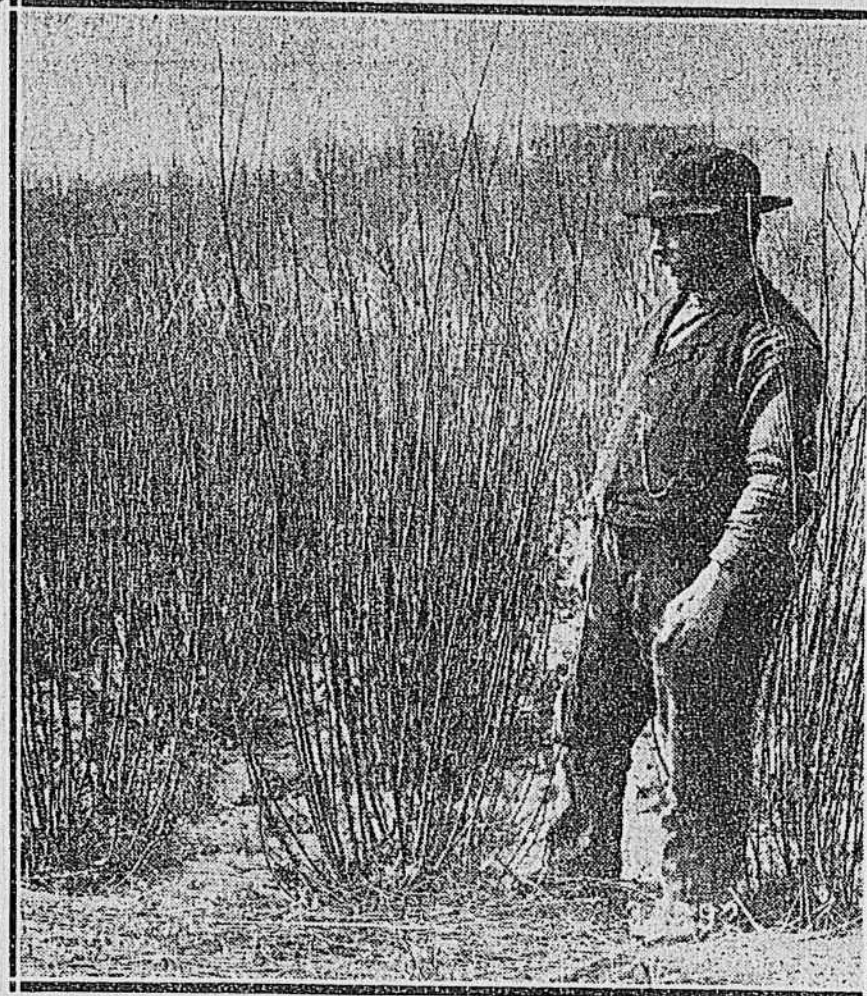
The offerings of Burley were of the better grades, and sold a shade higher than the week previous. Among these offerings was a crop of some 10,000 pounds from Mecklenburg county, grown by Betts and sons, which in all respects was better stock than their crop of the previous year, when they made their first attempt at growing the Burley in that great tobacco-making county.

The hoghead lot dealers had fairly good business during the week, the transactions in brights being especially noticeable.

Blackstone Tobacco Market.
[Special to The Times-Dispatch.]
Blackstone, Va., March 11.—Report of the tobacco market as given by T. E. Chambers, of Farmers' Warehouse: "Going to not have a season for some time our receipts have been very light this week, the town selling about 150,000 pounds. The market is very active in all grades of tobacco, and prices have advanced considerably on lugs and short leaf. It is estimated that there is only from 15 per cent. to 10 per cent. of the crop unsold."

Our quotations, are as follows: Lugs, common, \$6.50 to \$7.75; lugs, good, with length, \$8.50 to \$9; short leaf, \$9 to \$10; shipping, fine, \$10 to \$12; wrappers, short, \$10 to \$11; wrappers, fine, \$11 to \$25.

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CULTIVATING THE WILLOW FOR BASKET-MAKING.

VIEWS AND NEAR VIEWS; HINTS AND SUGGESTIONS

As to Road-Working Convicts—What Bad Colds
Cost—Extermination of Flies—Railroads
Built Without Fuss—A Corn Grower's
Report—Minor Suggestions.

BY FRANK S. WOODSON,
Industrial Editor.

I was down in Mecklenburg county last week talking good roads as best I could at an enthusiastic meeting that was held in the good little town of South Hill. I found, among other things, that there is a curious misunderstanding in regard to the operations of the State law allowing convicts to work on the county roads. One good brother expressed the opinion that hired labor would be cheaper in his district because of the expense to the district of maintaining the convicts. It may be that in other parts of the State there is a similar misunderstanding. The fact is that the convicts do not cost the county or the district or the road-building fund that may be raised by a bond issue or otherwise a single penny. When the State allocates a company of convicts to a county or a district the State pays every cent of the cost of feeding, guarding, housing and transporting the workmen. The appropriation of \$70,000 for the payment of this cost of convicts is now exhausted, and so no more convicts can be put to work on

roads until another appropriation is available. The thing for the voters to do this year is to get their legislators pledged to larger appropriations for maintaining convicts at work on the public roads. About 700 of the striped clothes men are now at work in various counties. The penitentiary could easily furnish as many more able-bodied men if there was any money in the hands of the Highway Commissioner to foot the bills for maintenance. The penitentiary shoe shop must go, and appropriations for road-working must be made large enough to keep every available convict at work on the roads. Let that be the slogan of the voters who will this year elect a new Legislature.

Cost of Richmond Bad Colds.

Chicago, a city noted for many things, some good, some not so good and some bad, has a number of shanties, lightning calculators and statisticians. One of the breed, who happens to be a physician, and therefore ought to

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CULTIVATION OF BASKET WILLOWS

May Be Made Profitable Crop on
Virginia Lowlands—Facts
and Figures.

COST AND RISK ENUMERATED

Increasing Demand for the Wil-
low Rods—Prices Seem to
Be Attractive.

BY FRANK S. WOODSON.

I do not know that basket willow culture will pay in Virginia, but I judge from information received from reliable sources that there are thousands upon thousands of acres of land in this State and North Carolina that are peculiarly suited to the growth of the willow. However, it may be that willow culture is rather slow getting to the profit-making point to suit the average landowner in this part of the country.

I have received a lot of interesting information from the Forest Service Bureau of the United States Department of Agriculture, and am inclined to think that many landowners in Virginia have certain acres that are bringing no profit as they now are, but which can be made revenue-producing by planting in willows that will produce the basket-making rod. I will condense that information as much as possible and give it for the benefit of owners of swamp and boggy lands.

According to the information furnished by the Forest Service Bureau, there seems to be widely varying data as to the cost of growing basket willows and the profit of the crop. During unfavorable seasons, or if farmers have not learned how to raise the crop most economically, expenses may be relatively high and the yield inferior in quality and quantity, thus making the cost per ton very high. The expenditures in establishing a plantation depend a good deal upon local conditions. The high initial expense in preparing the land, purchasing the cuttings and planting them often precludes a fair average profit on the investment for the first three or four years after planting.

Costs and Profits.
The item of greatest expense is the purchase of cuttings, which, of course, varies with the price of the cuttings and the number to be planted per acre. Cuttings of desirable varieties should not cost more than \$1.50 or \$2 per 1,000, and it is often possible to cure them at \$1 per 1,000. The total expense involved during the first year should not be more than \$75 per acre. The second year and thereafter, the expense of cultivating, harvesting, peeling and marketing should not be over \$50 or \$60 per acre, which is under normal conditions, about two-fifths of the total gross income. An average acre of a well-managed basket willow plantation yields about 4,000 pounds of rods (weight of peeled and dried willows), varying somewhat with the variety, soil and climatic conditions. At 5 cents per pound this amounts to

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GREAT INDUSTRY IS BROOM-MAKING

Would Flourish in Vir-
ginia if Material Was
Grown Near at Hand.

THE HOME-GROWN CORN IS THE BEST

Co-Operation Between Farmers
and Capital in Towns Would
Lead to Establishment of
Many Paying Industries.
Project Being Agitated
in One Community.

BY FRANK S. WOODSON,
Industrial Editor.

How many Richmond people know that the largest broom factory in the South is operated in this city? Comparatively few I dare say. Yes, it is about the largest, and a small enterprise it is at that. There are less than half a dozen establishments in the State engaged in the manufacture of brooms, and they are all on the small order, and yet thousands upon thousands of brooms are in daily use in the territory that trades with Richmond. Virginia factories ought to supply all of this broom trade, but they do not because there are, as stated, but very few in the State, and they are all small. This condition needs an explanation, and in a long talk I had with a broom-maker the other day I think I found the explanation.

The Virginia broom factories have to buy their stock, that is to say, the broom corn, a long ways from base. The Richmond factory buys in carload lots broom corn that is grown in Oklahoma, Kansas, Nebraska and in South America, and other places. It is something startling. I saw my friend pay the charges on a carload of the stock that came from Kansas, and the freight bill was within a few dollars of half the cost of the carload of broom corn.

But little is grown in Virginia. I asked this broom-maker why he did not buy his stock nearer home. "Can't get it any nearer," was his laconic reply. I sought further information, and was told that there is hardly enough broom corn grown in Virginia to keep the one little factory at work three months in the year. The demand for the broom corn grown in Kansas and other Western States named is so great that the growers come nowhere near meeting it, and hence a vast deal of the stock is imported from South America. Every now and then the little Richmond factory has to buy a carload or two of the South American grown corn, which he gets from New York and after the duty is paid on it and the freight bills are added the South American grown stock becomes mighty costly, and that is one of the reasons brooms are now so high in the retail stores of Richmond and all other cities and towns. This condition of affairs fully explains why there are so few broom factories in Virginia and the South.

Can Virginia Grow the Stock?
The broom factory man I talked with was a farmer boy, and grew up and worked on a cornfield farm, and so when I asked him if Virginia lands can grow the broom corn successfully and thus supply the few factories now in existence in the State and the fifty or more that might be and ought to be in the State, he was right in his native element and on the subject he spoke eloquently. From his eloquence I learned that the broom corn is an easy crop to grow; that Virginia lands, especially in the James River section, are better adapted to its growth than are the lands of the West or the lands of South America.

This fact is amply proven by the actual experience in the factory. The little Virginia-grown stock my friend is able to get every now and then he declares to be superior to the stock in the West and far superior to the few carloads he has used from South America. He tells me that Virginia soil is not only well adapted to the cultivation of broom corn, but that it is a hardy plant, and its cultivation is easy, but the trouble comes with caring for it and properly harvesting the crop to the end that the straw shall be made to grow straight; that the corn shall not get too ripe before cutting; that it shall be properly cared for after cutting, and that it shall be properly threshed and cleaned of the seed. My friend thinks Virginia farmers would have a good deal to learn along these lines, but the value of a crop after it has been grown and properly prepared for market will amply repay the average Virginia farmer to acquire this information and to act upon it when acquired.

Factories Would Follow Cultivation.
The natural result of extensive cultivation of the broom corn in Virginia would be the establishment of many broom factories and the building up of a splendid industry that is now almost a stranger to the State, an industry that would employ many people, pay good wages and keep a vast amount of money at home that now goes elsewhere and bring equally as much from the territory with which Richmond and Virginia manufacturers and merchants have vast business in other lines.

The machinery necessary to equip a broom factory is not costly, and no great amount of capital is required to embark in the business. The art of broom making with the proper machinery in use is very easily mastered, and there would be no trouble on the labor score. A dozen broom factories in Richmond and twice as many more in other parts of the State would not be too many, and they would be established and successfully operated if the stock could be bought at home. The stock can be made in Virginia, and any farmer who has the land need not hesitate to grow the broom corn, for the demand for it all over this country is and has been for many years greatly in excess of the supply.

Remarkable Coincidence.
Since writing the above and before it could be put in type, I have

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